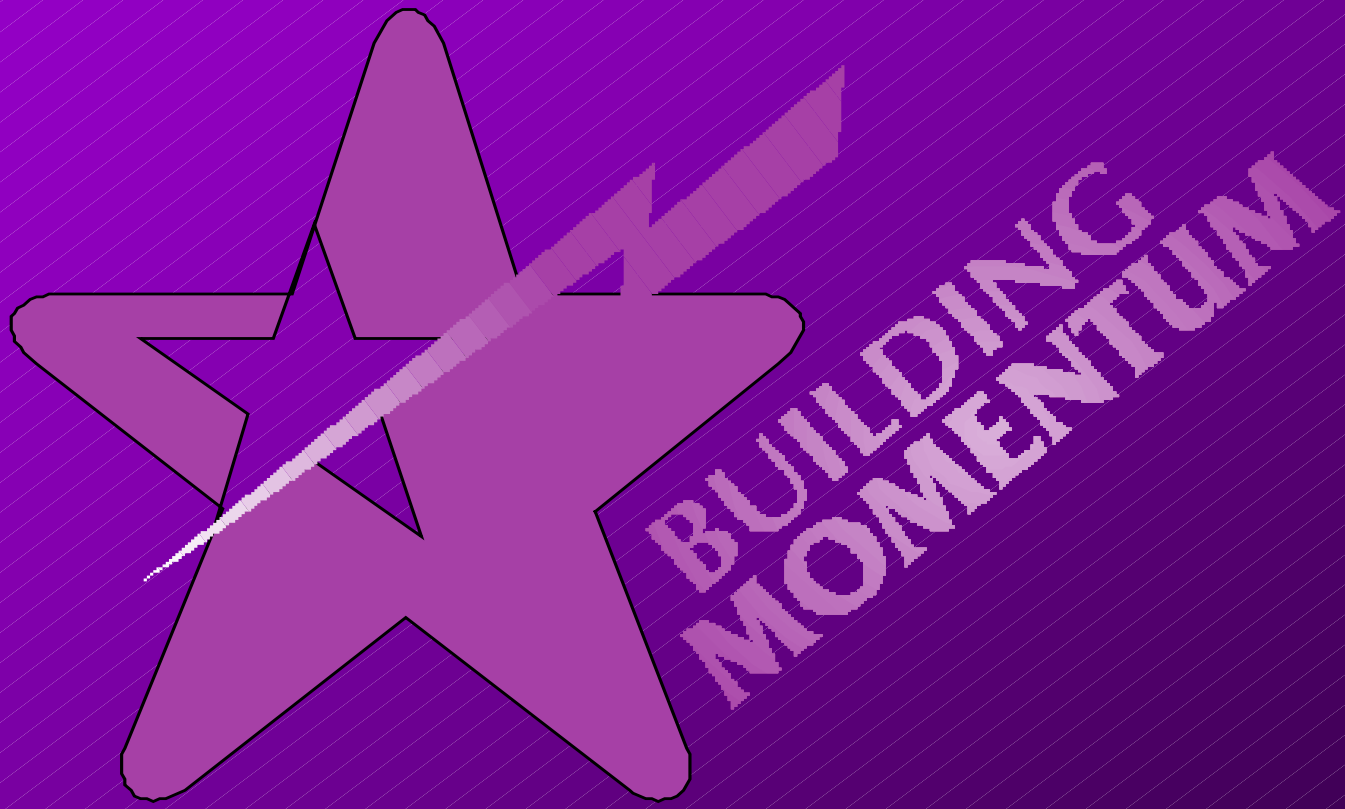
BUILDING MOMENTUM



Develop Baselines

Develop A Baseline So You Can:

- Measure what you are managing
- Identify where upgrades will be profitable
- Negotiate energy costs with utilities
- Evaluate proposals from contractors
- Provide information to secure financing
- Track progress to gain recognition for cost and energy savings and pollution prevented

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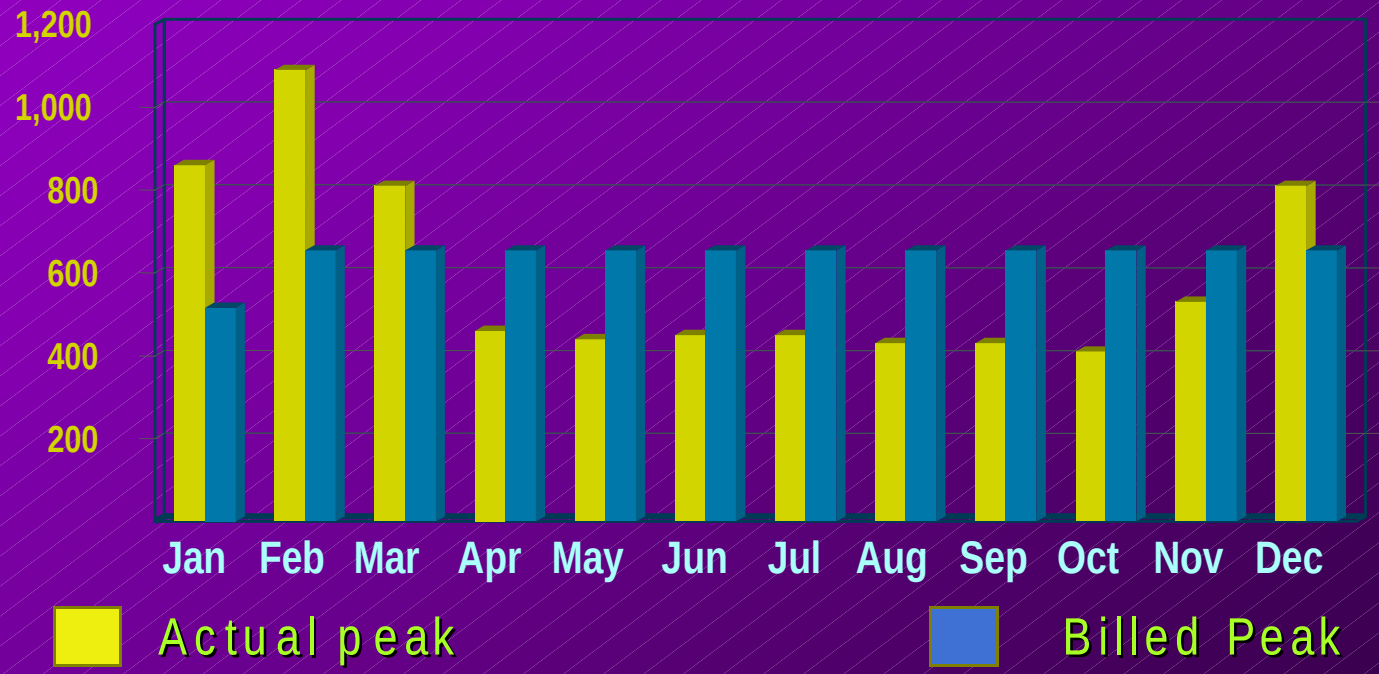
Understand Your Rate Structure So You Know What You're Paying For



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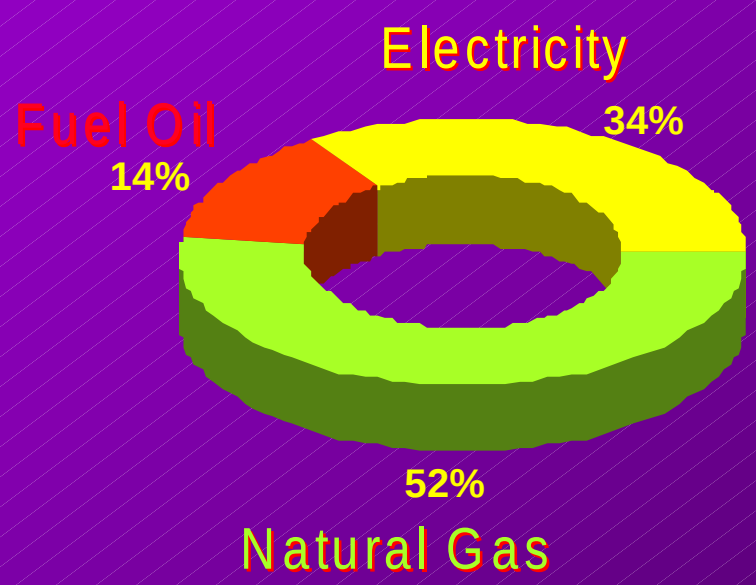
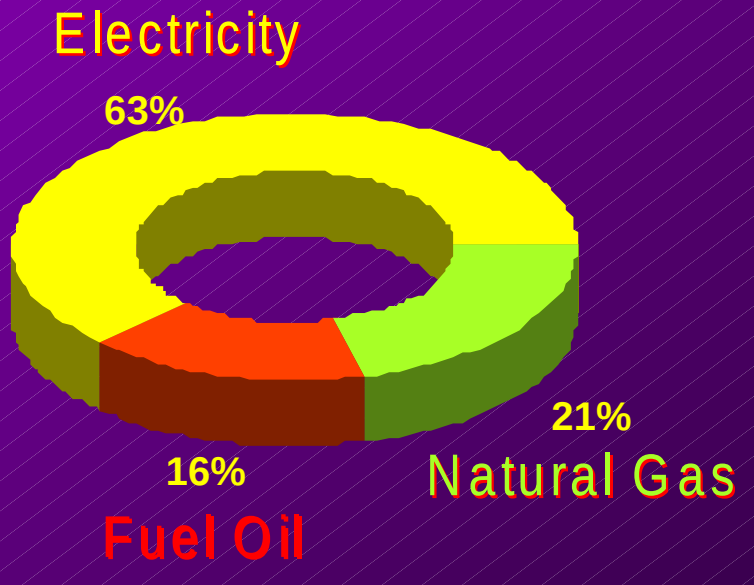
Find Out Which Energy Source Costs The Most



Energy (Btu)



Cost ($)

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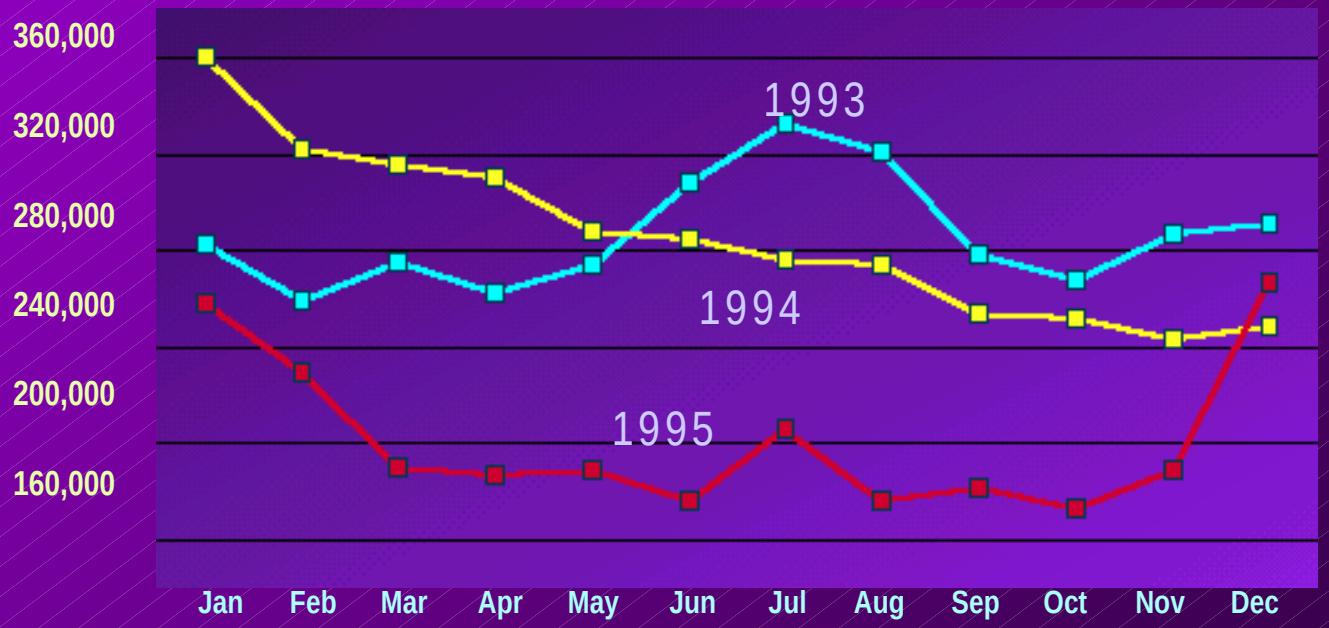
Analyze Your Energy Use

Trends Can Identify Areas Of High Energy Use Requiring Investigation



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Compare Your Energy Use With The Regional Average To Determine Upgrade Potential

Regional Average	Your Intensity	Your Goal	Regional Average	Your Costs	Your Goal
96kBtu/sf	153kBtu/sf	99kBtu/sf	$1.52/sf	$2.65/sf	$1.72/sf

Actual result $1.78/sf

Annual savings $72,210

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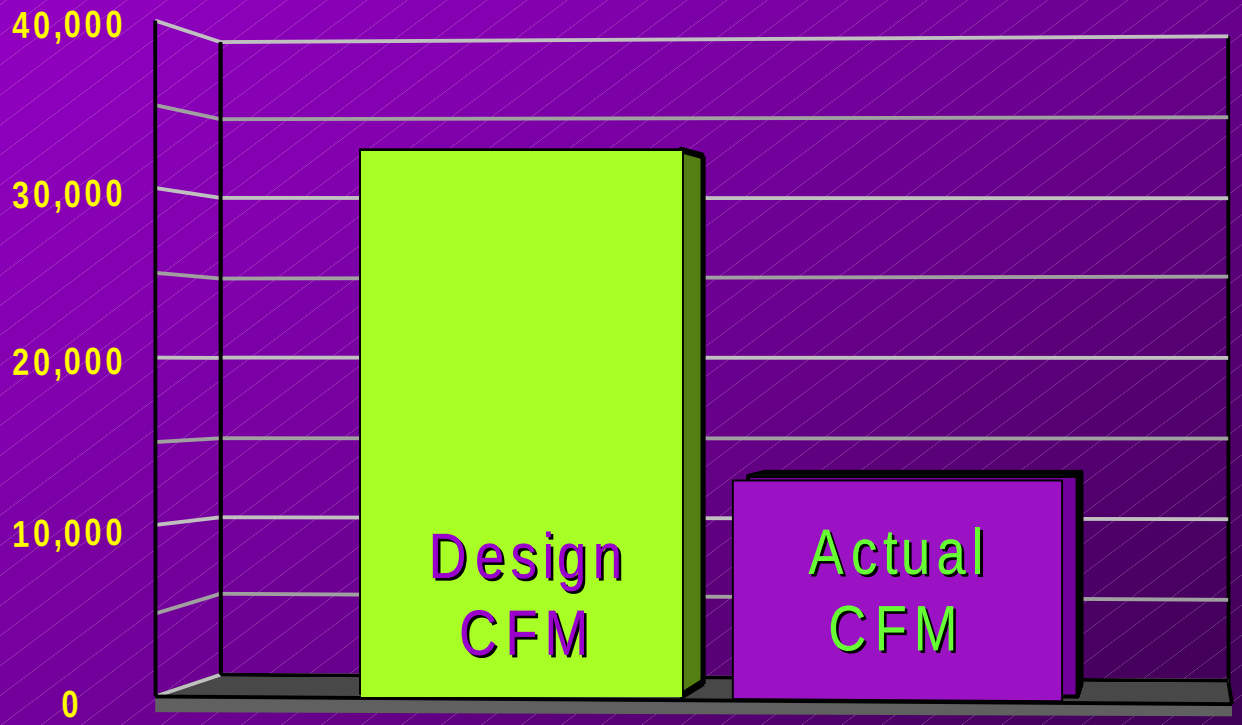
Identify Rightsizing Opportunities

Design CFM vs. Actual CFM



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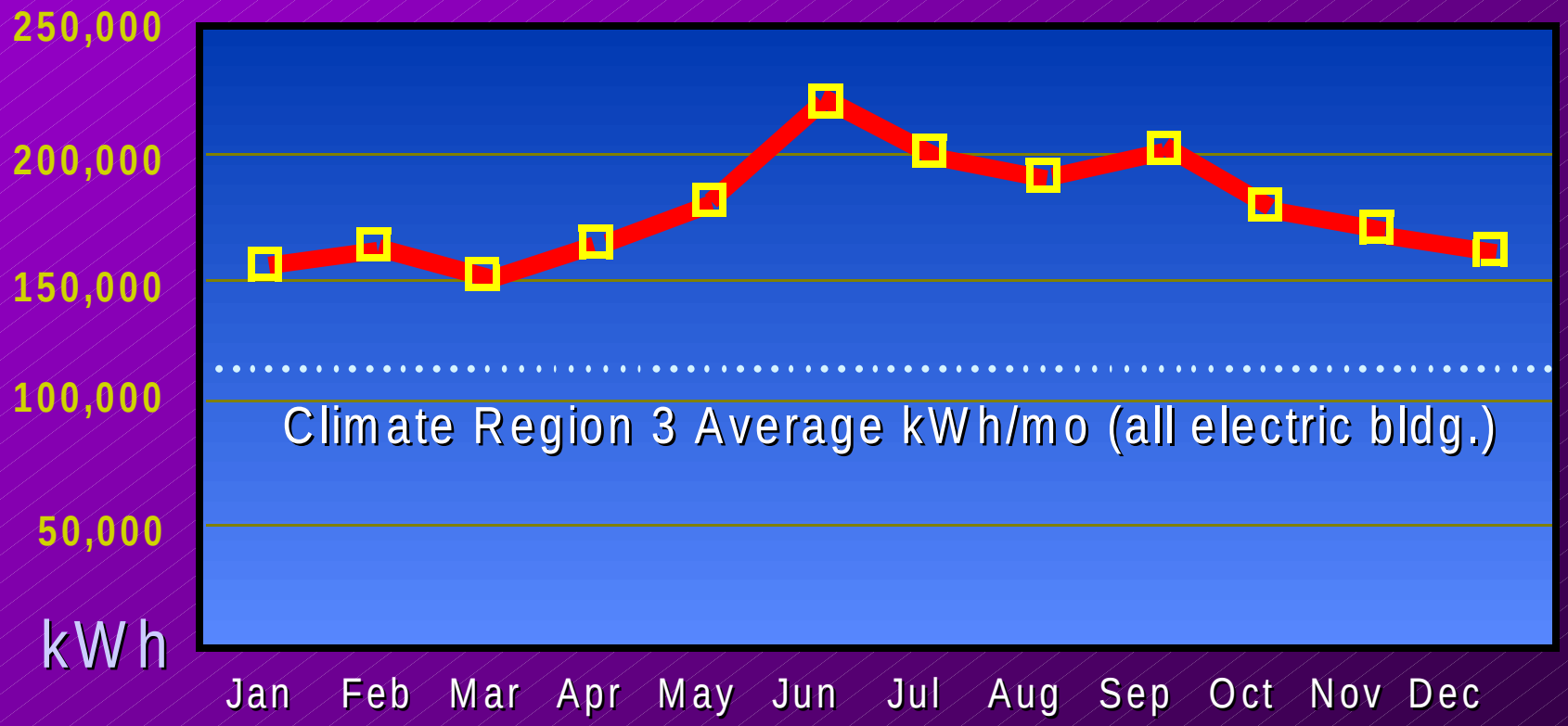
Electric Energy Use



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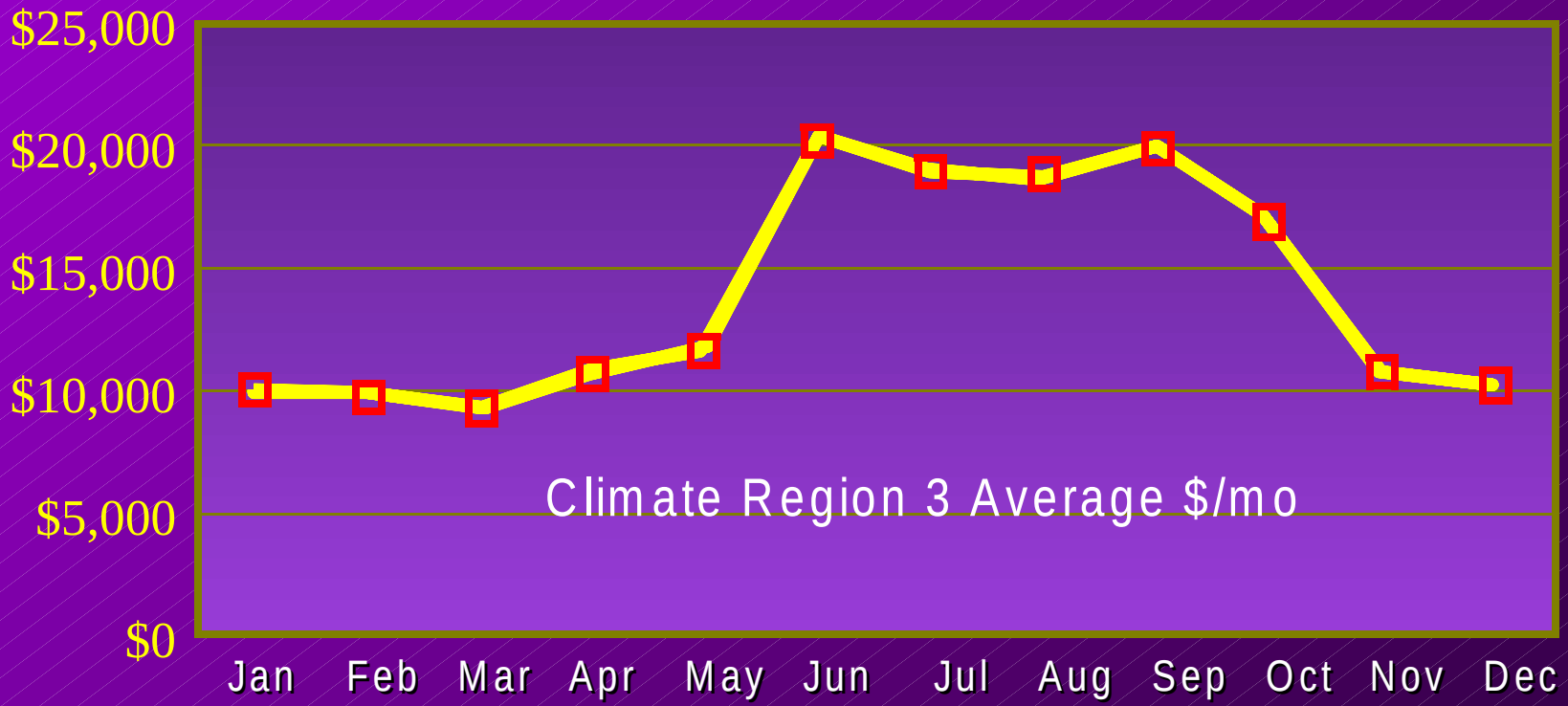
Electric Energy Cost



Comments, Concerns, And Questions

Good Baselines Provide The Means To:

- Identify potential savings opportunities
- Pinpoint problem areas
- Reduce costs
- Optimize utility rate structure
- Negotiate with contractors and financiers
- Rightsize equipment
- Track progress and gain recognition

BUILDING MOMENTUM

Objective Met

You will be able to gather and analyze facility information to develop an energy use baseline for planning and managing upgrades.